

Message Text

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PAGE 01 NOUAKC 01759 151212Z

46

ACTION AF-10

INFO OCT-01 ISO-00 EB-07 RSC-01 /019 W

----- 119415

R 151145Z NOV 74

FM AMEMBASSY NOUAKCHOTT

TO USDOC WASHDC

INFO SECSTATE WASHDC 3010

UNCLAS NOUAKCHOTT 1759

E.O. 11652: N/A

TAGS: BEXP, BPRO, MR, US

SUBJECT: PRIVATE TRADE OPPORTUNITY

1. 741/1/P0002

2. 111574

3. L. SHURTLEFF

4. 741 MAURITANIA

5. IAD

6A. CALL OR TELEX

6B. M. JEAN GUY SOULAR, CHIEF ENGINEER

6C. COTEMA

B.P. 313

NOUAKCHOTT, MAURITANIA

7. TELEX COTEMA 88 NKC; TEL NOUAKCHOTT 23-52

8. ---

9. WQPRAQQ

9A. DIRECT SALE (RESALE), ALSO EXCLUSIVE DISTRIBUTORSHIP.

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10. 3711XXX-0100 MILITARY FOUR - AND SIX-WHEEL DRIVE GAS
AND DIESEL ENGINE VEHICLES, SCOX CARS, RECONNAISSANCE CARS,
6-TON TRUCKS; TOTAL 146 VEHICLES; ESTIMATED COST IN EXCESS DOLS
1 MILLION INITIAL ORDER.

3714XXX-0050 MOTOR VEHICLE SPARE PARTS AND ACCESSORIES FOR
ABOVE VEHICLES; INITIAL ORDER SPARES FOR ONE YEAR'S OPERATION,
PLUS 10 PERCENT SPARE PARTS FOR EACH VEHICLE.

FIRM BIDDING ON CONTRACT SUPPLY MILITARY VEHICLES FOR MAURITANIAN
ARMY VALUED IN EXCESS ONE MILLION DOLLARS. FIRM NEEDS SPECS
SOONEST ON VARIOUS VEHICLE TYPES (INCLUDING ARMORED CARS)
ENUMERATED ABOVE.

BUYER IS MEDIUM-SIZED IMPORTER/DISTRIBUTOR ALREADY REPRESENTING
LANDROVER, CITROEN, MAN, HYSTER-PERKINS AND PONTIAC, WHT ALSO
SEEKS EISTRIBUTORSHIP AGREEMENT. ANNUAL SALES POTENTIAL IN
EXCESS DOLS 50,000. FIRM HAS DISTRIBUTORSHIP, SALES AND SERVICE
FACILITIES IN NOUAKCHOTT; EMPLOYS 31 LOCAL MECHANICS, ONE
FRENCH ENGINEER. 1973 SALES WERE ABOUT DOLLARS 130,000. COMPANY
TWNED 90 PERCENT BY PRIVATE MAURITANIAN INVESTORS AND 10
PERCENT ZY COMPAGNIE NIGER-FRANCE OF PARIS. SHURTLEFF

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